



OneIndiana

Hundreds of vendors. Thousands of products. Millions in savings.

Operating with New Efficiency (ONE) Indiana

ISDH – LHD Monthly Webcast
September 10, 2010

Indiana Department of Administration



Brief Overview

- Governor Daniels launched the Operating with New Efficiency (ONE) Indiana initiative in 2005 to benefit the state's overall budget.
- The state analyzed spend, reviewed and re-wrote specs, and negotiated new contracts that leveraged the state's aggregate volume that resulted in millions in savings.
- The state then looked outward to promote OneIndiana to political subdivisions (counties, cities, towns, K-12, Higher Ed, libraries, etc.) across the state to aggregate our collective volume to achieve savings for all.



Brief Overview

- Most visible example is our road salt contracts. 200 local entities aggregated their quantities with the state's quantities and resulted in approx. \$8M in savings.
- Benefits of using state contracts (Quantity Purchase Agreements – “QPAs”)
 - Strategic Sourcing efforts have produced significant discounts that could result in savings to your budgets
 - Leverage the State's buying and negotiating power
 - Eliminate the administrative solicitation and contracting processes for your offices
 - 100% of any rebate paid to the State due to a county or city's participation on a QPA will be paid back to that county or city by the State



QPAs of Note

- **QPA 10029 (Dell) – Hardware:** Negotiated 2% rebate on total spend passed back directly to local entity by the state.
- **QPA 9414A (Dell) – Software:** ½% rebate.
- **QPA 10516A (Staples) – Office Supplies:** 2,000 deeply discounted market basket of items up to 90% off list price.
- **QPA 11230A (Knowledge Services) – Temp Administrative Personnel Services**
- **QPA 11231A (Knowledge Services) – Temp Medical Personnel Services:** Used by ISDH to staff the county health departments with H1N1 strike teams.



QPAs of Note

- **QPA 11016 (L1 Enrollment Services) – Fingerprint Background Checks**
- **QPA 10047 (Bosma Industries for the Blind) – Personal Protection Kits/Vaccination Kits:** In the process of being updated to include both these items as well as having the items available separately to “customize” your own kit if needed.
- **QPA 10914 (Bona Vista Programs) – Spill Kits:** Used for bodily fluid type spills such as blood, vomit, etc.
- **QPA 10682 (Bosma Industries for the Blind) – Disposable Gloves:** Several types and sizes available.
- **QPA 10154 (Coffey Medical) – Defibrillators**



Web Resources

<http://www.in.gov/idoa/2450.htm> - IDOA website listing all the state QPAs.

<http://www.oneindiana.net/> - OneIndiana browse-only site lists select QPAs by categories and gives the user the ability to search, see photos and create shopping carts. Register for a free, secure login and password funded by IDOA.



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